

PRAGMA's

# PRODUCT PROFILES

News And Information For Pick™ Operating System Users

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Issue Number 14

May 1985

**SEMAPHORE**

SEMAPHORE CORPORATION • 207 Granada Drive • Aptos, California 95003 • (408) 688-9200

Dear Vendor,

A year ago, you supplied the enclosed information for use in our magazine, *Pragma's Product Profiles*. We are now about to publish a revised version of this survey in our next issue.

Please check the description of your products in the attached chart. Note that: *Backup Device* is the least expensive peripheral for your minimum configuration and the peripheral with the greatest storage capacity for your maximum configuration. *Purchase Price* should include all hardware and standard software costs, including any applicable fees such as royalties. The *maximum Purchase Price* should include only the minimum number of printers, terminals and tapes, if any, that must be purchased. *Systems Installed* is the total number of your Pick-style systems installed at end user sites as of April 1, 1985 in the USA. Do not include dealer or beta sites. Please mark any necessary changes and return the chart to us no later than April 27th. Thank you for your attention to this matter.

Sincerely,  
Pragma's Product Profiles

A Survey of Hardware That Supports Pick-Style Software

Backup Device	Switch Plus Parallel Ports	Purchase Price	Monthly Maintenance	Systems Installed	Contact
15 MB	64+1	120,000	1,100	1,600	Apple Computer, Inc., 1650 California Ave., Cupertino, CA 95014
19 MB	64+1	14,000	130	N/A	IBM Corp., 3501 Market St., San Jose, CA 95128
33 MB	64+1	21,975	TRW	TRW	TRW Systems, Inc., 3801 Central Expressway, Santa Clara, CA 95051
50 MB	64+1	30,000	4,200	450	Advent Corp., 2000 N. Milpitas Blvd., Milpitas, CA 95035
2 GB	64+1	134,750	1,400	30	Prod. Systems, Inc., 2000 N. Milpitas Blvd., Milpitas, CA 95035
10 MB	64+1	101,360	491	110	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	40,000	400	20	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	9,000	70	3,000	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	52,165	175	700	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	97,300	550	8,000	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	207,075	750	300	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	28,000	1,549	1,600	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	75,000	800	50	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	400,500	2,000	2,000	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	9,400	400	50	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	40,000	400	50	IBM Corp., 3501 Market St., San Jose, CA 95128
5 MB	64+1	25,025	302	3,000	IBM Corp., 3501 Market St., San Jose, CA 95128
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## Pragma's PRODUCT PROFILES

Issue #14 • May 1985

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## Pick Hardware Survey #3

Our first survey of minimum and maximum hardware configurations for Pick systems sold in the U.S. appeared in the May 1983 issue of *Pragma*, and we published a follow-up survey a year later in the May 1984 issue of *Pragma's Product Profiles*. Continuing the tradition, we recently asked all of the vendors surveyed last May to update their descriptions of the products we featured last year. We also requested figures from a few new vendors who have introduced Pick products during the past twelve months. The resulting table is shown on page 5.

By identifying minimum and maximum configurations, the survey is intended to describe the *range* of hardware currently available in the U.S. that supports Pick and Pick-style software implementations. When referring to the table, keep in mind that many vendors offer either tape or removable disk as a backup device. When there was a choice, vendors were asked to identify the least expensive backup device for the minimum configuration and the one with the greatest capacity for the maximum configuration. Note that even when two systems use the same kind of backup media, there can still be a difference in media density, speed, or capacity.

For the purchase price, vendors were instructed to include hardware and standard software costs. Vendors were told that the maximum configuration price was to include only the minimum number of printers, terminals, and backup devices, if any, that must be purchased.

For the column showing the number of systems installed, vendors were asked for the total number of Pick-style systems installed at end user sites (not including dealers or beta sites) as of April 1, 1985. One manufacturer declined to provide that figure, and so their products were not included in

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this year's chart.

Other vendors who appeared last year but that are missing from this year's survey are: Altos, which reports they are OEMing their Pick system to Automatic Data Processing only, and are not making end user sales; ATV, which apparently never really launched the hardware they inherited by absorbing Evolution; and Bantam, which crumbled last year soon after Pertec (Bantam's primary supplier) and ADDS began talks about a never-realized merging of their Pick products.

Although ADP is selling Pick on Altos hardware, they have been left out of this survey because their sales are bundled systems that include very specific vertical software packages, and are directed towards end users (such as car dealerships) who usually don't even realize they're getting a Pick system. Besides some overseas vendors who currently don't support sales in our country (such as Intertechnique and Tau

Engineering), we've also left out a number of U.S. plants (such as Fujitsu, VMark, Nixdorf, American Information Systems, and XMark), that are known to be developing Pick implementations but that did not appear to have production deliveries going to end user sites before our April 1st deadline. (Of those up-and-coming new systems, VMark sounds especially intriguing, since they are developing a Pick-compatible software implementation designed to run under Unix.) We have also avoided listing any supplier that simply bundles a PC/XT clone with Pick Systems' software for the IBM.

Most of the companies that are listed do not actually manufacture hardware. For example, CDI sells IBM Series/1 hardware, Ultimate sells Honeywell and DEC machines, SMI sells IBM 4300 hardware, and so on. Cosmos and Pick Systems don't even sell machines at all, producing only the software for users and dealers who make their own arrangements for acquiring hardware. (While the other vendors

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# A Survey of Hardware that Supports Pick-Style Software

Max Min	RAM Memory	Disk Memory	Backup Device	Parallel + Serial Ports	Purchase Price	Systems Installed	Contact
ADDS	1MB 256KB	670MB 15MB	1/2" Tape 1/4" Tape	1+64 1+2	120K 5K	2,500	Robin White ADDS 100 Marcus Blvd Hauppauge NY 11788
CDI	2MB 128KB	2GB 14MB	1/2" Tape Floppy	4+64 0+4	240K 39K	150	Jim Whelan CDI 1309 114th SE Bellevue WA 98004
CIE	2MB 512KB	672MB 46MB	1/2" Tape 1/4" Tape	0+40 2+8	90K 21K	30	John Bohner CIE Systems 2515 McCabe Way Irvine CA 92713
Climax	2MB 256KB	380MB 12MB	1/2" Tape Disk	2+32 0+4	65K 6K	50	Mike Sibley Climax 3605 W MacArthur Santa Ana CA 92704
Cosmos	640KB 320KB	30MB 320KB	1/4" Tape Floppy	1+1 1+1	9K 3K	12,000	Roger Harpel Cosmos 19530 Pacific S Seattle WA 98188
General Automation	3MB 128KB	1GB 20MB	1/2" Tape Disk	2+64 0+6	220K 10K	1,500	Gary Brenkman GA 1045 S E St Anaheim CA 92805
McDonnell Douglas	6MB 512KB	2GB 10MB	1/2" Tape Floppy	4+208 1+2	500K 8K	9,000	Bob Shaal MDCSC Box 19501 Irvine CA 92713
Pertec	2MB 256KB	140MB 10MB	1/2" Tape Floppy	0+36 0+4	50K 8K	1,200	Dan Sapir Pertec 17112 Armstrong Irvine CA 92714
Pick	640MB 256KB	128MB 10MB	1/4" Tape Floppy	1+3 1+3	9K 3K	2,000	Rich Lauer Pick Systems 1691 Browning Irvine CA 92714
Prime	16MB 512KB	11GB 68MB	Disk 1/4" Tape	8+254 1+8	376K 45K	2,000	Lou Volpe Prime Computer Prime Park Natick MA 01760
SMI	16MB 2MB	40GB 571MB	1/2" Tape 1/2" Tape	0+128 0+16	2M 250K	50	Judi Gennetti SMI 6300 N River Rd Rosemont IL 60018
Ultimate	3MB 128KB	1GB 15MB	1/2" Tape 1/4" Tape	no limit 1+8	530K 16K	3,300	Bill Schmertz Ultimate 717 Ridgedale E Hanover NJ 07936
Wicat	12MB 512KB	1GB 10MB	1/2" Tape Floppy	2+64 1+3	100K 10K	50	Ilan Shanon Wicat 1875 S State St Orem UT 84058



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counted their delivered machines for our table's column of the number of systems installed, Cosmos and Pick counted the number of copies of their software that have been sold.)

Readers should also understand that even though a vendor might market a theoretical hardware configuration which falls within the range of specifications listed in the survey, it cannot be assumed that every model or configuration or combination has been sold and delivered, or even engineered.

One final note: of all the figures presented, the quantity installed is probably the number most subject to inaccuracy or rounding by the vendor. Remember that the number of machines installed is generally larger than the actual number of machines currently operating, since a variety of forms of attrition (such as upgrades or conversions to another brand of hardware) tend to constantly erode a vendor's installed customer base. Δ

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## Friends Who've Been Keeping In Touch

Most Pick user groups send us copies of their monthly notices and newsletters, and from time to time we're able to mention them here to help the groups locate and attract new members. If your group isn't listed below, ask your group's secretary to keep us informed of your organization's activities. The following user groups are sorted by state.

*Pick Users of Arizona*, 2122 E. Highland Ave. #420, Phoenix, AZ 85016, (602) 224-0026.

*Southern Arizona Pick Users*, Box 42050, Tucson, AZ 85733, (602) 323-7500.

*California Data Base Management Association*, 7822 Convoy Ct., San Diego, CA 92111, (619) 292-4707.

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*Pick Users Management Association*, Box  
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*Pick Users of Texas*, 3401 Main St.,  
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